

## CLAIMS

I/We claim:

- [c1]           1.       A method in a computer system for presenting forecast information, the method comprising:
- providing forecast snapshots, each forecast snapshot having a forecast date, a forecast period, and summary forecasts;
- receiving from a user a request to display forecast information for a forecast period;
- for each forecast snapshot for the requested forecast period, retrieving forecasts for participants of the forecast;
- retrieving current opportunities for the user; and
- generating a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast, a participants area that includes information of the retrieved forecasts of each participant, and a user area that includes information of the retrieved current opportunities of the user.
- [c2]           2.       The method of claim 1 wherein the information of the areas include a date for each forecast snapshot.
- [c3]           3.       The method of claim 1 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant.
- [c4]           4.       The method of claim 1 wherein information of the summary area includes closed revenue and forecast revenue.

- [c5]            5.      The method of claim 4 wherein the information of the summary area includes pipeline revenue.
- [c6]            6.      The method of claim 4 wherein the information of the summary area includes expected revenue.
- [c7]            7.      The method of claim 1 wherein the information of the participants area includes closed revenue and forecast revenue.
- [c8]            8.      The method of claim 7 wherein the information of the participants area includes pipeline revenue.
- [c9]            9.      The method of claim 7 wherein the information of the participants area includes name of the participant.
- [c10]           10.     The method of claim 1 wherein the user area includes information for each opportunity of the user.
- [c11]           11.     The method of claim 10 wherein the information for each opportunity includes opportunity identifier and forecast revenue.
- [c12]           12.     The method of claim 1 wherein the summary area includes a row of information for each forecast snapshot within the forecast period, the participant area includes a row of information for each participant within each forecast snapshot within the forecast period, and the user area includes a row for each opportunity of the user.
- [c13]           13.     The method of claim 1 wherein information of the summary area includes forecasted quantity of a product.

- [c14] 14. The method of claim 1 wherein the information of the summary area includes closed quantity of a product.
- [c15] 15. The method of claim 1 wherein the information of the summary area includes pipeline quantity of a product.
- [c16] 16. A computer system for presenting forecast information, comprising:  
a data store with forecast snapshots having a forecast date, a forecast period, and forecast information;  
a component that, for each forecast snapshot for a forecast period, retrieves forecasts for participants of the forecast; and  
a component that generates a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast, a participants area that includes information of the retrieved forecasts of each participant, and a user area that includes information of opportunities of a user.
- [c17] 17. The computer system of claim 16 wherein the information of the areas include a date for each forecast snapshot.
- [c18] 18. The computer system of claim 16 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant, the more detailed information including opportunity information retrieved from a snapshot.
- [c19] 19. The computer system of claim 16 wherein information of the summary area includes forecast revenue.
- [c20] 20. The computer system of claim 16 wherein the information of the summary area includes closed revenue.

- [c21] 21. The computer system of claim 16 wherein the information of the summary area includes expected revenue.
- [c22] 22. The computer system of claim 16 including a component that automatically generates forecasts in accordance with a forecast definition.
- [c23] 23. The computer system of claim 16 wherein information of the participants area includes forecast revenue.
- [c24] 24. The computer system of claim 16 wherein the information of the participants area includes pipeline revenue.
- [c25] 25. The computer system of claim 16 wherein the information of the participants area includes name of the participant.
- [c26] 26. The computer system of claim 16 wherein the user area includes information for each current opportunity of the user.
- [c27] 27. The computer system of claim 16 wherein the user area includes information for each opportunity of the user stored in a snapshot.
- [c28] 28. The computer system of claim 16 wherein the summary area includes a row of information for each forecast snapshot within the forecast period, the participant area includes a row of information for each participant within each forecast snapshot within the forecast period, and the user area includes a row for each opportunity of the user.
- [c29] 29. The computer system of claim 16 wherein information of the summary area includes forecasted quantity of a product.

[c30] 30. The computer system of claim 16 wherein the information of the summary area includes closed quantity of a product.

[c31] 31. The computer system of claim 16 wherein the information of the summary area includes pipeline quantity of a product.

[c32] 32. A computer-readable medium for controlling a computer system to present forecast information, by a method comprising:  
providing forecast snapshots, each forecast snapshot having a forecast date, a forecast period, and summary forecasts;  
for each forecast snapshot for the requested forecast period, retrieving forecasts for participants of the forecast; and  
generating a display description with a summary area that includes summary information of the retrieved forecasts for participants of the forecast and a participants area that includes information of the retrieved forecasts of each participant.

[c33] 33. The computer-readable medium of claim 32 wherein the information of the areas include a date for each forecast snapshot.

[c34] 34. The computer-readable medium of claim 32 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant.

[c35] 35. The computer-readable medium of claim 32 wherein the information of the participants area includes name of the participant.

[c36] 36. The computer-readable medium of claim 32 wherein the summary area includes a row of information for each forecast snapshot within the forecast

period and the participant area includes a row of information for each participant within each forecast snapshot within the forecast period.

[c37] 37. The computer-readable medium of claim 32 wherein information of the summary area includes forecasted quantity of a product.

[c38] 38. A computer-readable medium containing a data structure comprising:

a summary area that includes summary information of forecasts for participants of a forecast, the summary information being generated based on forecast snapshots having a forecast date, a forecast period, and summary forecasts;

a participants area that includes information of forecasts of each participant that is generated based on the forecast snapshots; and

a user area that includes information of the retrieved current opportunities of the user.